

August 14, 2024

**BSE Limited**

Phiroze Jeejeebhoy Towers,  
Dalal Street, Mumbai - 400001

**Scrip Code:** 500135

**National Stock Exchange of India Limited**

Exchange Plaza, C/1, Block G,  
Bandra-Kurla Complex, Bandra (E), Mumbai - 400051

**Trading Symbol:** EPL

**Sub. : Revised Investor Presentation - EPL Limited ("Company")**

**Ref. : 1. Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended) ("SEBI LODR Regulations")**  
**2. ISIN: INE255A01020**

Sir/ Madam,

This is with reference to our intimation dated August 13, 2024, whereby we had submitted the Investor Presentation on the Unaudited Standalone and Consolidated Financial Results of the Company for the quarter ended on June 30, 2024.

In that regard and in terms of the above referred provisions of the SEBI LODR Regulations, we wish to submit the Investor Presentation on the Unaudited Standalone and Consolidated Financial Results of the Company for the quarter ended on June 30, 2024 ("Revised Investor Presentation") with an addition of a clarification, to address and clarify the queries received from the investors of the Company.

The Revised Investor Presentation will also be available on the website of the Company i.e. <https://www.eplglobal.com/>.

This is for your information and records.

Thanking you.

Yours faithfully,  
For **EPL Limited**

**Onkar Ghangurde**  
**Head - Legal, Company Secretary & Compliance Officer**  
Encl.: As above

**Registered Office**

P.O. Vasind, Taluka Shahpur, Dist. Thane 421604, Maharashtra  
Tel: +91 9673333971/9882  
CIN: L74950MH1982PLC028947  
complianceofficer@eplglobal.com

**EPL LIMITED**

(Formerly known as Essel Propack Limited)

**Corporate Office:** Top Floor, Times Tower, Kamala City, Senapati Bapat Marg, Lower Parel  
Mumbai 400013, India  
www.eplglobal.com | T: +91-22-2481 9000/9200 | F: +91-22-2496 3137

# EPL LIMITED

(Formerly known as Essel Propack Limited)

Q1FY25 Earnings Presentation



## Safe Harbour

Certain statements in this presentation concerning our future growth prospects are forward-looking statements. The Company cautions that, by their nature, forward-looking statements involve risks and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, intense competition in packaging industry including those factors which may affect our cost advantage, wage increases, our ability to attract and retain highly skilled professionals, time and cost overruns on fixed-price, fixed-time frame contracts, client concentration, industry segment concentration, our ability to manage our operations, reduced demand for packaging products in our key focus areas, our ability to successfully complete and integrate potential acquisitions, liability for damages on our service contracts, the success of the companies in which is EPL (Formerly known as Essel Propack Limited) has made strategic investments, withdrawal of governmental fiscal incentives, political instability and regional conflicts, legal restrictions on raising capital or acquiring companies, and unauthorized use of our intellectual property and general economic conditions affecting our industry. The Company does not undertake to update any forward-looking statements that may be made from time to time by or on behalf of the Company.

## Key topics

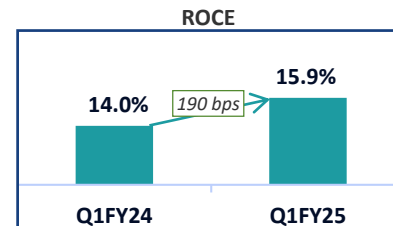
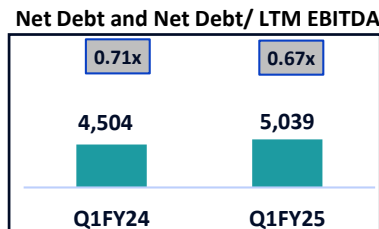
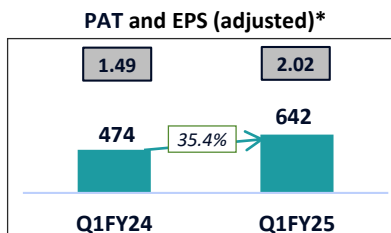
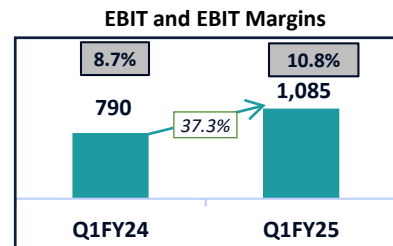
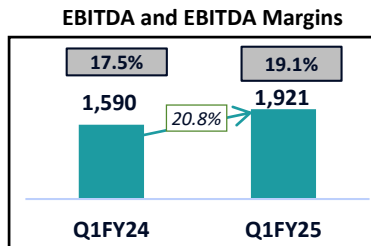
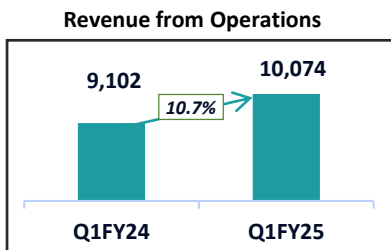
- **Q1FY25 Highlights and Financial Performance**
- **Update on Key Initiatives**
  - Growth Drivers
  - Sustainability: Product, Process, People
- **Awards and Recognition**
- **Looking Ahead**
- **Appendix**

## Q1FY25 Highlights – Double digit revenue growth with continued EBITDA expansion

- 1 Double digit revenue growth at 10.7%. All regions delivered strong growth.
- 2 Continued EBITDA margin improvement with Q1FY25 margin at 19.1%, an expansion of 160 bps YoY. Absolute EBITDA grew by 20.8% YoY
- 3 Adjusted PAT (excluding base year one off) has grown by 35.4% YoY. Reported PAT has grown by 18.2%
- 4 Net Debt/EBITDA ratio improved to 0.67x vs 0.71x (YoY)
- 5 Return on Capital Employed ('ROCE') increased to 15.9% with YoY increase of 190 bps

## Q1FY25 Consolidated Financial Highlights

(INR million)



- ▶ Strong revenue growth across regions – AMESA (+9.5%), EAP (+13.9%), Americas (+18.9%), Europe (+9.0%) ; India Standalone (+8.6%)
- ▶ EBITDA margin at 19.1%; increase of 160 bps YoY

## EPL – Capital Efficient, Sustainable Revenue and EBITDA Growth

(INR million)

	Q1FY24	Q1FY25	Growth
Growth	Revenue	9,102	10,074 10.7%
	EBITDA	1,590	1,921 20.8%
	EPS (INR) (adjusted)	1.49	2.02 35.6%
Capital Efficiency	ROCE	As of Mar 24 14.7%	As of Jun 24 15.9%
	Net Debt	6,026	5,039
	Capex	FY24 3,746	Q1FY25 442

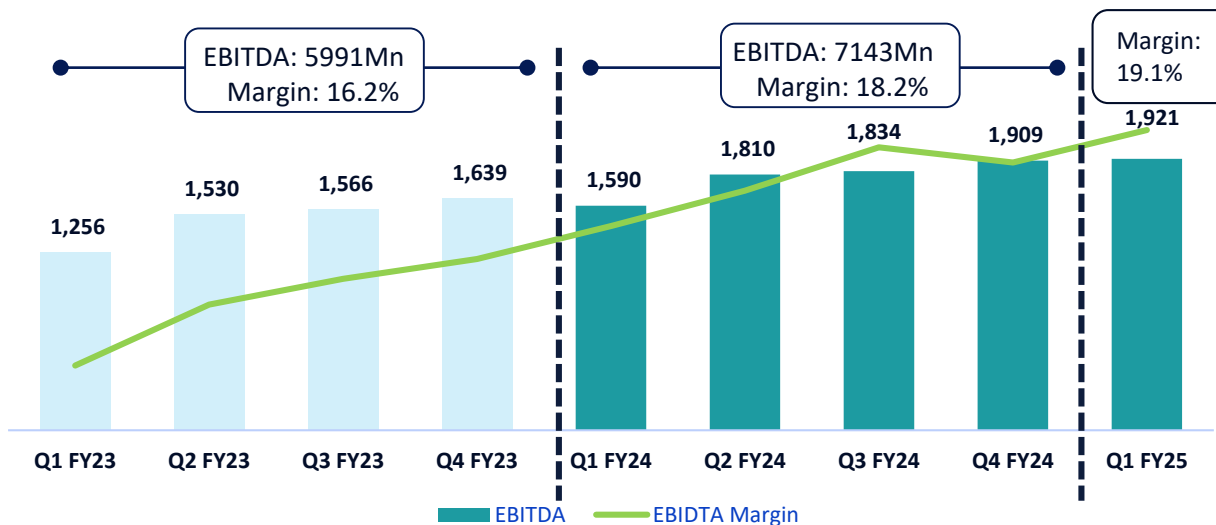
## Adjusted PAT walk - one offs

(INR million)

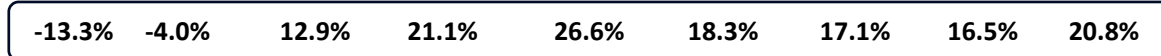
<i>Adjustments</i>	Q1FY24	Q1FY25	Growth
<b>Reported PAT</b>	<b>543</b>	<b>642</b>	<b>18.2%</b>
One off Tax Refund	-69	-	
<b>PAT Excluding Exceptional Items and One offs</b>	<b>474</b>	<b>642</b>	<b>35.4%</b>



## Continued EBITDA\* margin improvement in Q1FY25; margin improvement of 160 bps YoY



### EBITDA Growth



FY24 EBITDA Growth +19.2%

## Key topics

- **Q1FY25 Highlights and Financial Performance**

*Quarterly financial performance in the following slides is based on company performance including Brazil operations.*

- **Update on Key Initiatives**

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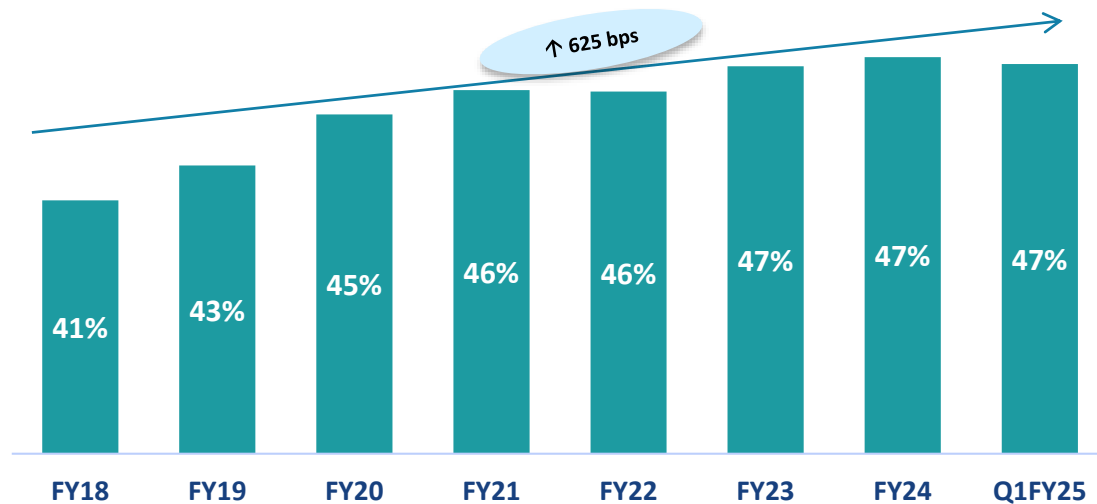
## Update on Growth Drivers

- 1 **B&C Performance: Strong momentum in EAP and Americas, supported by backend and front-end capabilities. Continuous innovation driving progress in acquiring new customers.**
- 2 **Oral Growth: Growth momentum driven by good organic demand and wallet share gain with a few customers.**
- 3 **Brazil: Strong momentum on new customer acquisition. We started supplying to 2 new MNC customers and one local customer, in addition to our Anchor customer**
- 4 **Ventured to new innovations. Received commercial orders for our Neo-seam tubes across 3 regions.**

**The initiatives have started contributing to growth momentum and have helped in delivering double digit growth in Q1 FY25**

## 'Personal Care & beyond'\* category contribution stood at 47% in Q1FY25

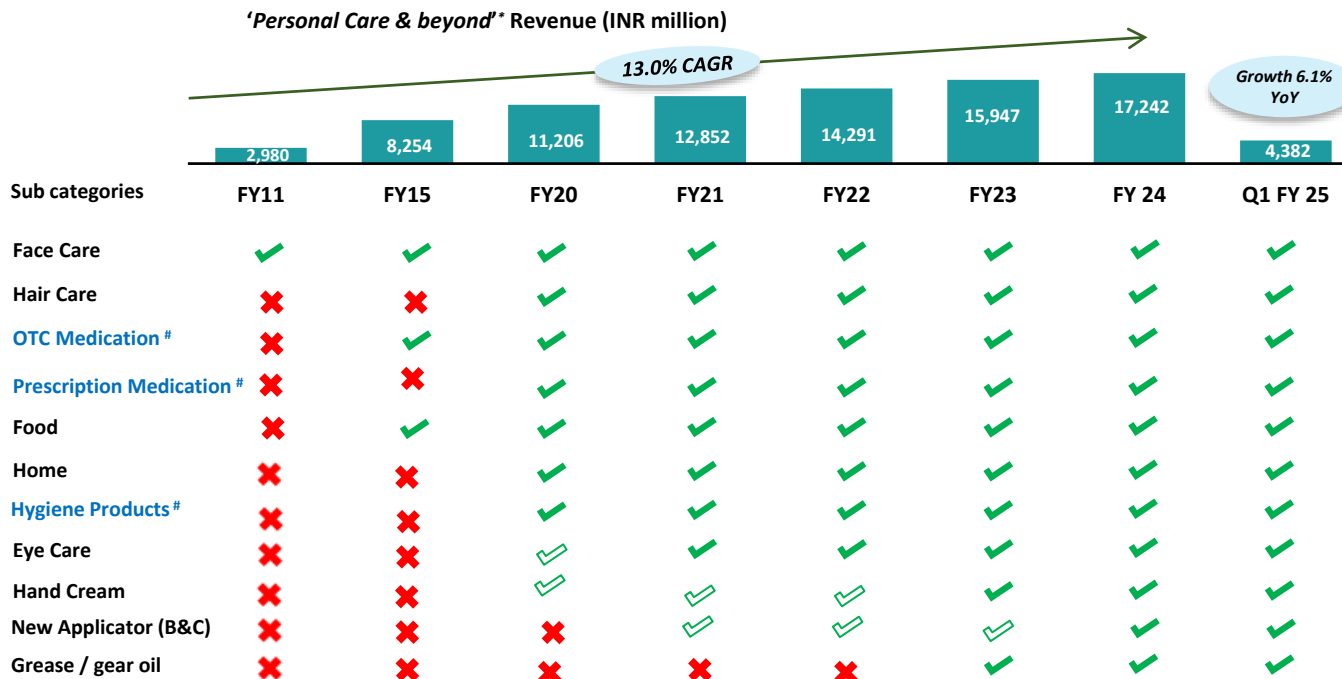
'Personal Care & beyond'\* contribution to Tube Revenue



'Personal Care & beyond'\* revenue growth higher than Oral Care

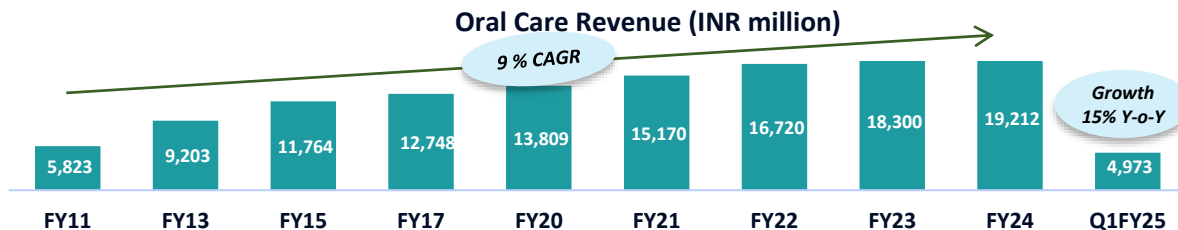
\* 'Personal Care and beyond' includes Beauty & Cosmetics, Pharma etc

## 'Personal Care & beyond' \* category has grown at a 13% CAGR over the last 14 years and continues to be the major growth driver for EPL



'Personal Care & beyond' revenue growth higher than Oral Care. Work in progress towards adding sub segments in B&C category.

## Established Global Leadership in Oral Care with the segment demonstrating steady long-term revenue growth at a CAGR of 9.0%



### Customers



### Market Positioning

1. Market leader across key markets
2. Long term relationships with customers
3. Continued leadership through product and process innovation
4. Unique, agile, and customer-specific supply chain models

#1

### Business highlights

1. Wallet share gain with marquee global consumer companies
2. Market share gain from regional players in India and China
3. Entry in Brazil will further increase Oral care business
4. Acceleration of commercialization of sustainable Platina tubes globally

## Sustained momentum on new business wins through innovation and sustainable offerings

### Strengthening Sustainability



Colgate Maxfresh and Sensitive Base & Clove in Platina Pro.



Joy Face Wash in Platina Recyclable Tubes by RSH Global



Sensodyne Toothpaste in Platina for Haleon China

## Sustained momentum on new business wins through innovation and sustainable offerings

### New Innovations



Dual chamber hand cream



Tube in tube facial cleanser



Eyebrow glue with a unique brush applicator



Special shaped hand cream



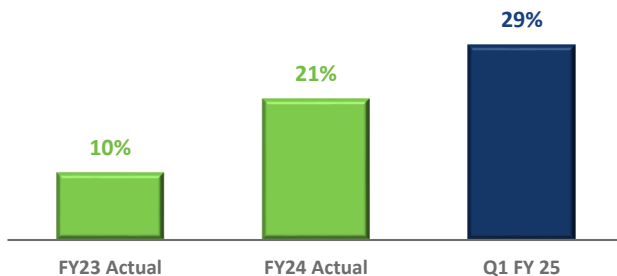
## Sustainability: Scaling Up Recyclable Volumes with Continuous Improvement

### Product Sustainability

- ▶ Platina set as a benchmark for sustainable solutions, achieving market success across all categories with continuous recyclability certifications through APR and CIPET.
- ▶ Collaborative projects with customers to promote sustainable tube adoption.

### Recyclable volumes scaling up fast

- ▶ Surpassed the target of 2x volume growth in FY24 with 21% actual growth.



### Process Sustainability

- ▶ EPL achieved Green rating ( Positive progress) on Ellen MacArthur Foundation Plastic circular economy achievement against target for second consecutive year
- ▶ EPL got “A” leadership rating in CDP 2023 Supplier engagement rating



RecyClass™



The Association of Plastic Recyclers

## People Sustainability: Embracing Corporate Social Responsibility

Our CSR vision is in alignment with the overall EPL ambition of becoming the most sustainable packaging company in the world. All CSR actions are a step further towards “**Greening Lives**” by enabling its employees, customers, communities, and all other stakeholders live sustainably. All CSR programs are a step further towards achieving 7 select UN’s Sustainable Development Goals (SDGs)

### Plastic Waste Management

**3380 kgs** of plastic waste collection done at Wada & Vasind this quarter.



### EPL IMPACKT: Purpose in Action

Integrates CSR into our strategy, driving positive change and reinforcing our leadership."



### Skill Development

Engaged **337 trainees** (246 NATS/NAPS, 91 D.Voc), with **35% females** through our skill development scheme



## Key topics

- **Q1FY25 Highlights and Financial Performance**

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## Awards: Celebrating Excellence in Innovation, People Practices, and Corporate Social Responsibility



SIES SOP Awards for innovation in tubes



CDP Supplier Engagement Rating "A",  
maintained for 3 consecutive years



Quality Leader of the Year- Jayesh

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## Looking Ahead: Sustain Double Digit Growth with 20%+ margins

### Sustained Double Digit Revenue Growth

- Aggressive 'Personal Care & Beyond' Play
  - Large Category Opportunity
  - Our 'Right To Win' has improved significantly through innovations
  - We are investing in Org and Backend capabilities
- Brazil Scale up

**Brazil progressing well, B&C momentum visible in EAP & Europe.**

### Sustainability led Competitive Advantage

- Strong Product portfolio with backend capability
- Customers have committed to ambitious sustainability targets
- We are prepared to partner them in the journey
- We are pitching for EcoVadis Platinum

**Sustainable tube mix growing well. Initiatives underway to achieve EcoVadis Platinum.**

### Continued Margin Expansion to deliver 20%+ EBITDA

- Strategic Price Management
- War On Waste
- Continued Insourcing
- Manufacturing Realignment e.g. Europe Restructuring
- Automation Investments

**Margin expansion on track. Europe and Americas initiatives have started yielding results.**

## Key topics

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## Q1FY25 Performance – AMESA and EAP

(INR million)

AMESA			
Particulars	Q1FY24	Q1FY25	% change
Revenue	3,358	3,677	9.5%
EBITDA	677	700	3.4%
EBITDA %	20.2%	19.0%	
EBIT	365	431	18.1%
EBIT %	10.9%	11.7%	
EAP			
Particulars	Q1FY24	Q1FY25	% change
Revenue	2,149	2,448	13.9%
EBITDA	489	536	9.6%
EBITDA %	22.8%	21.9%	
EBIT	351	392	11.7%
EBIT %	16.3%	16.0%	

- India Standalone revenue growth at 8.6%
- EBITDA Margin at 17.9% (-168 bps YoY)
- EBITDA decline by -0.7% vs PY
- EBIT increased by 13.3% vs PY

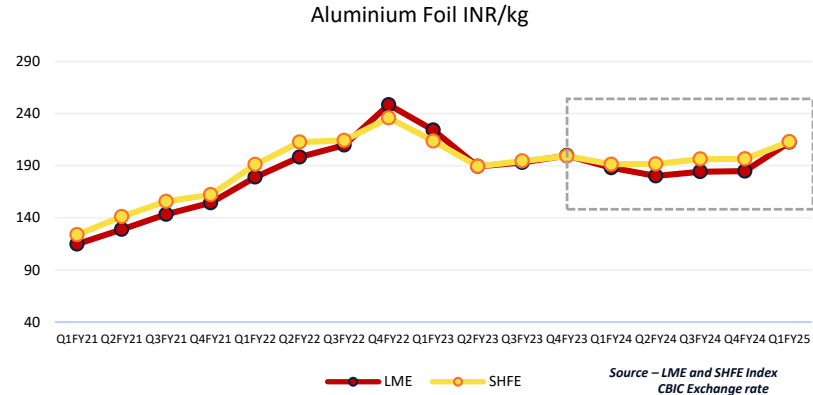
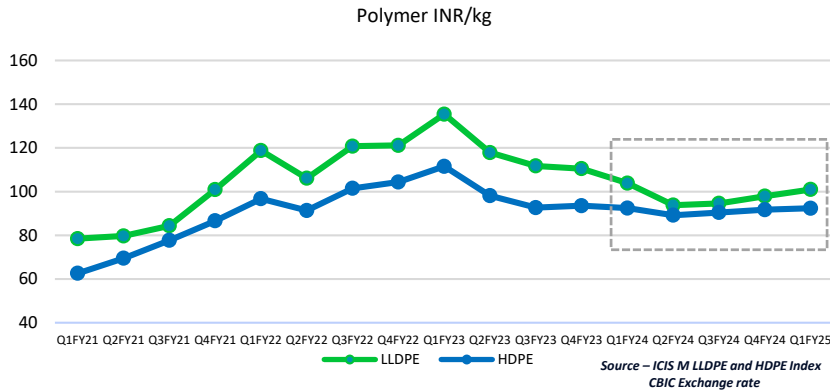


## Q1FY25 Performance – Americas and Europe

(INR million)

Americas			
Particulars	Q1FY24	Q1FY25	% change
Revenue	2,178	2,589	18.9%
EBITDA	210	408	94.3%
EBITDA %	9.6%	15.8%	
EBIT	24	169	604.2%
EBIT %	1.1%	6.5%	
Europe			
Particulars	Q1FY24	Q1FY25	% change
Revenue	2,125	2,316	9.0%
EBITDA	239	314	31.4%
EBITDA %	11.2%	13.6%	
EBIT	79	135	70.9%
EBIT %	3.7%	5.8%	

## Polymer prices comparatively stable in last 2 quarters, aluminum foil witnesses a marginal change

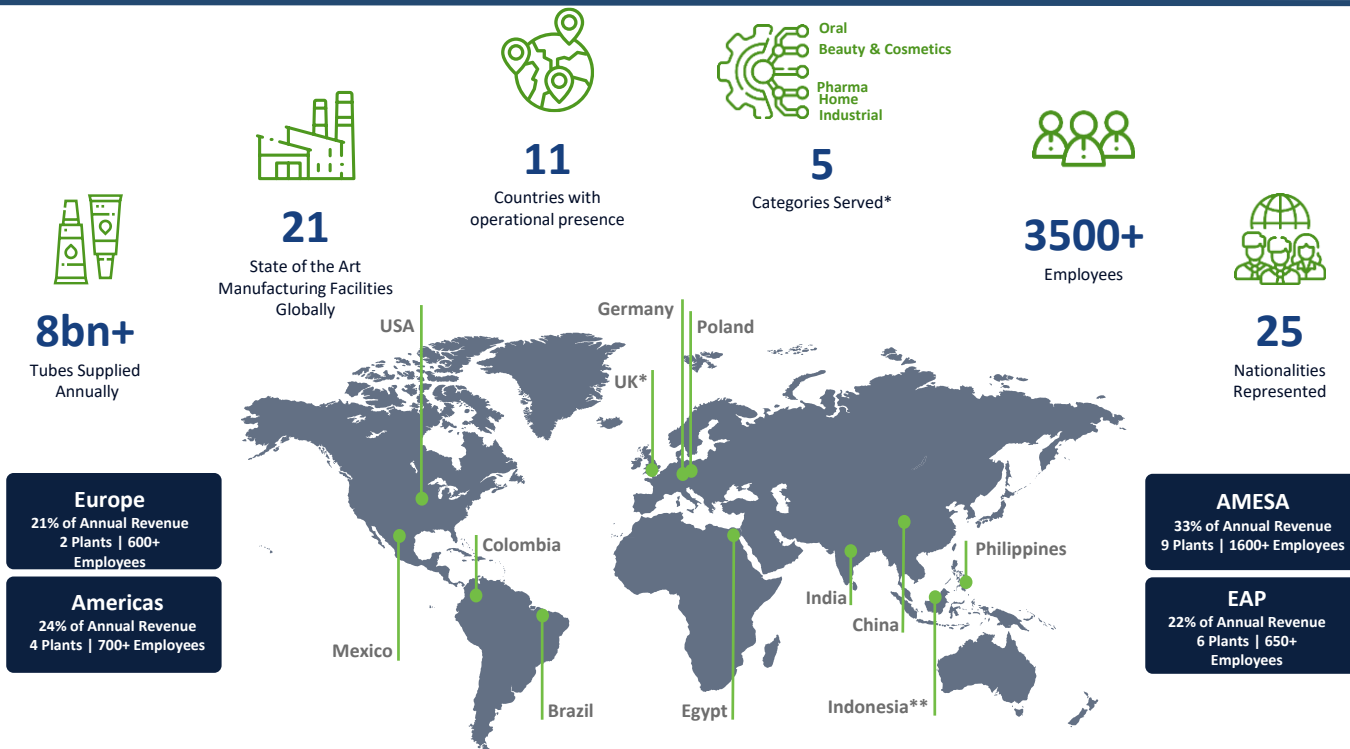


- ▶ Polymer prices have slightly increased in the current quarter, however the prices remain higher than pre-Covid level.
- ▶ Aluminum prices have increased from last quarter.

# About EPL

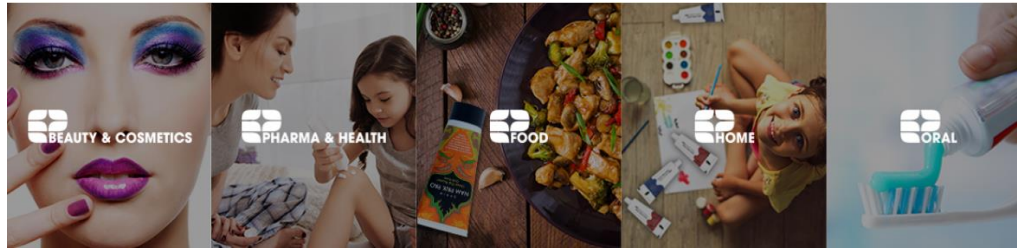
(Formerly known as Essel Propack Limited)

## EPL: Company Overview

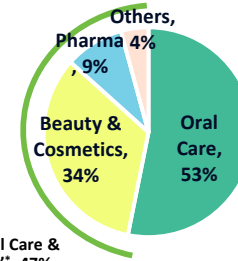


\*all non oral categories will be referred to as "Personal care & Beyond"

## EPL Caters to Marquee Customers Across Trillion Dollar Categories



Tube revenue split (Q1 FY 25)



'Personal Care & beyond', 47%



\* 'Personal Care and beyond' includes Beauty & Cosmetics, Pharma etc

## About EPL

EPL is the largest global specialty packaging company, manufacturing laminated plastic tubes catering to the FMCG and Pharma space. Employing over 3,500+ people representing over 25 different nationalities, EPL functions in eleven countries through 21 state of the art facilities, and is continuing to grow every year.

EPL is the world's largest laminated tube manufacturer with units operating across countries such as USA, Mexico, Colombia, Brazil, Poland, Germany, Egypt, China, Philippines and India. These facilities cater to diverse categories that include brands in Oral Care, Beauty & Cosmetics, Pharma & Health, Food, and Home, offering customized solutions through continuously pioneering first-in-class innovations in materials, technology and processes.

EPL (Formerly known as Essel Propack Limited)

CIN : L74950MH1982PLC028947

**For further information contact:**

Aloke Sharma

[Aloke.sharma@epglobal.com](mailto:Aloke.sharma@epglobal.com)

# Thank You

## Corporate Office

### **EPL LIMITED**

Top Floor, Times Tower, Kamala City,  
Senapati Bapat Marg, Lower Parel,  
Mumbai – 400 013, Maharashtra, India.

Telephone: 022 24819000

Website: <https://www.eplglobal.com>

CIN:L7495MH1982PLC028947



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